

Tele2 Interim Report

Third Quarter 2026
Tuesday 20 October

Tele2 delivers record-high cash flow

“ We are turning strategy and ideas into action at an accelerating pace ”

Nicholas Högberg, CEO Tele2

End-user service revenue:

2 %
organic
growth

Underlying EBITDAaL:

3 %
organic
growth

Equity free cash flow:

2.3 bn
SEK

Financial highlights

Continued organic EBITDAaL growth from a strong base. Record-high EFCF of around SEK 9.70 per share over the last twelve months. Full year guidance updated.

Highest score

Tele2's network selected as part of Sweden's new emergency network, with the highest quality score.



First mover

Tele2 is the first operator in Sweden to offer RCS for both Android and iOS .



Top rated

Tele2 ranked highest in mobile consumer customer satisfaction among Sweden's main brands (Swedish Quality Index).



Highlights

- 2% organic growth in end-user service revenue
- 3% organic growth in underlying EBITDAaL
- Record-high EFCF of SEK 2.3bn
- Full year guidance updated
- 1st in quality: highest score for Net4Mobility in the procurement for Sweden's new emergency network
- 1st in messaging: first operator in Sweden to offer RCS on both Android and iOS
- 1st in customer satisfaction: highest mobile consumer score among Sweden's main brands (Swedish Quality Index).



Another solid quarter

SEK (YoY growth)	Q3 26	YTD
End-user service revenue (EUSR) ¹	5.7bn (+2.2%)	16.9bn (+2.7%)
Underlying EBITDAaL ¹	3.1bn (+2.8%)	9.1bn (+5.9%)
Capex ² to sales	7.7%	8.3%
EFCF	2.3bn (+30%)	6.0bn (+10%)

The Group in Q3

- EUSR growth¹ of 2% driven by growth across all operations
- Underlying EBITDAaL growth¹ of 3% driven by end-user service revenue growth and continued sharp cost control
- Strong EFCF growth driven by working capital and lower capex, resulting in low financial leverage of 1.5x

Sweden Consumer in Q3

- EUSR stable
- Growth in mobile postpaid and digital TV

Sweden Business in Q3

- EUSR growth of 5%
- Strong growth in Mobile driven by IoT

The Baltics in Q3

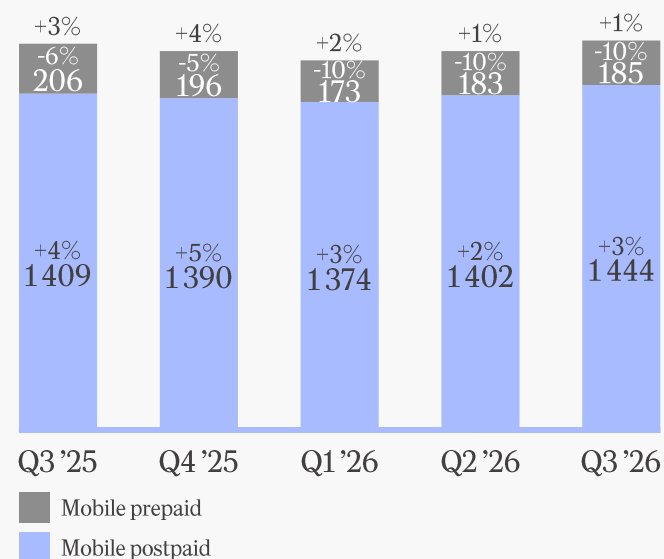
- EUSR growth¹ of 6%
- Strong underlying EBITDAaL growth¹ of 9%



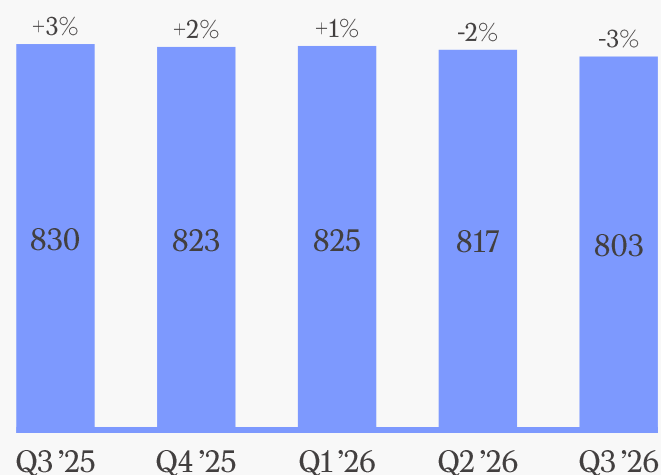
SWEDEN

Sweden Consumer: Growth in mobile and TV

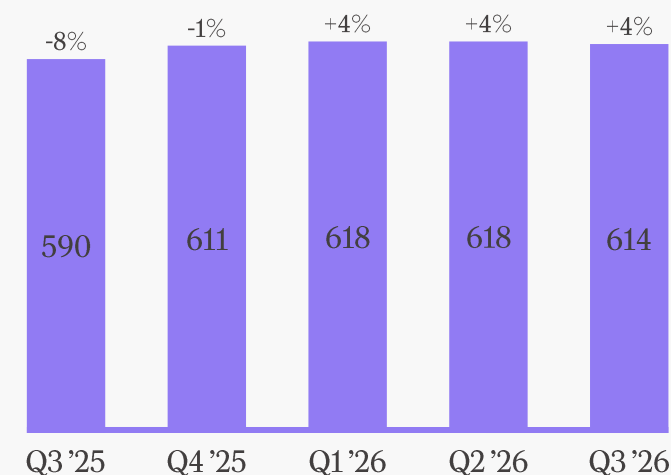
Mobile EUSR
SEKm, YoY growth



Fixed broadband EUSR
SEKm, YoY growth



Digital TV EUSR
SEKm, YoY growth

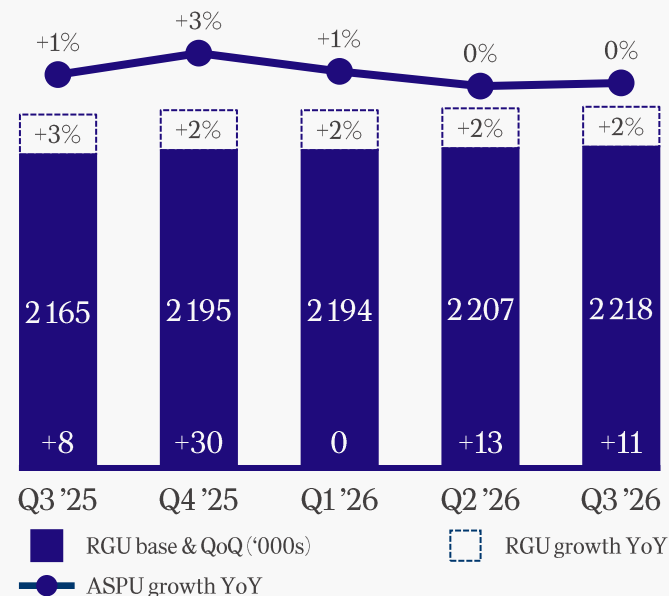


Q3 highlights

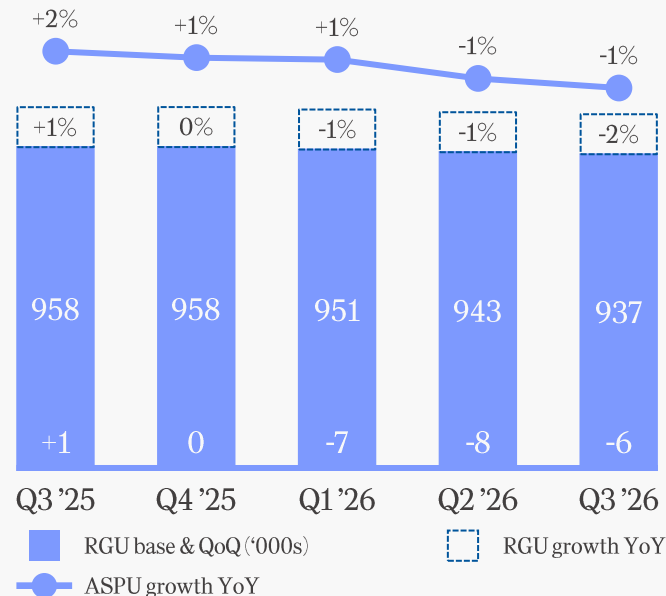
- Mobile end-user service revenue (EUSR) grew 1% due to 3% postpaid growth partly offset by continued prepaid decline
- Fixed broadband EUSR declined 3% impacted by continued competitive pricing dynamics
- Digital TV EUSR grew 4% as our modern TV service continues to develop well and grew end-user service revenue at a high single-digit rate

Sweden Consumer: Overall RGU growth

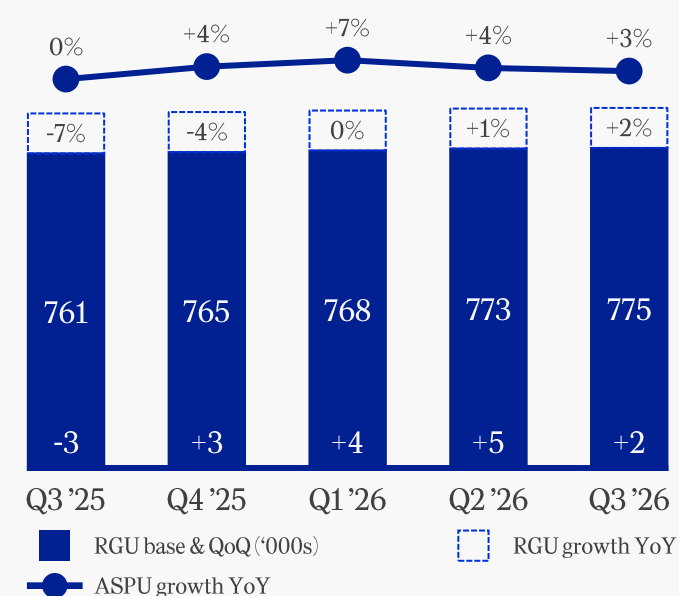
Mobile postpaid RGU & ASPU



Fixed broadband RGU & ASPU



Digital TV RGU & ASPU

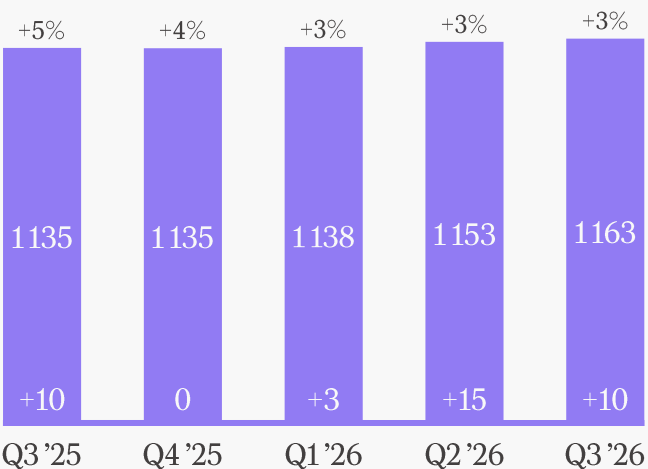


Q3 highlights

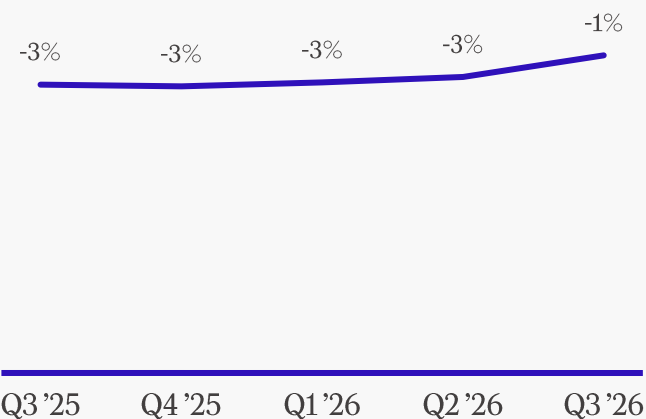
- Solid intake in Mobile postpaid
- Fixed broadband decline driven by deliberate caution in the open networks amid fierce competition
- Good intake on Tele2 TV meanwhile Boxer volume continues to decline. ASPU growth mainly driven by pricing and sports

Sweden Business: Strong growth

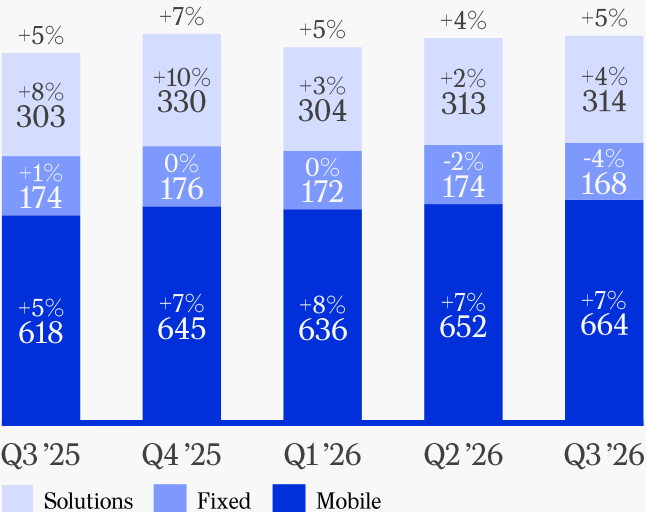
Mobile RGU & net intake
Base & QoQ excl. IoT ('000s), YoY growth



Mobile ASPU
YoY growth (excl. IoT)



End-user service revenue
SEKm, YoY growth

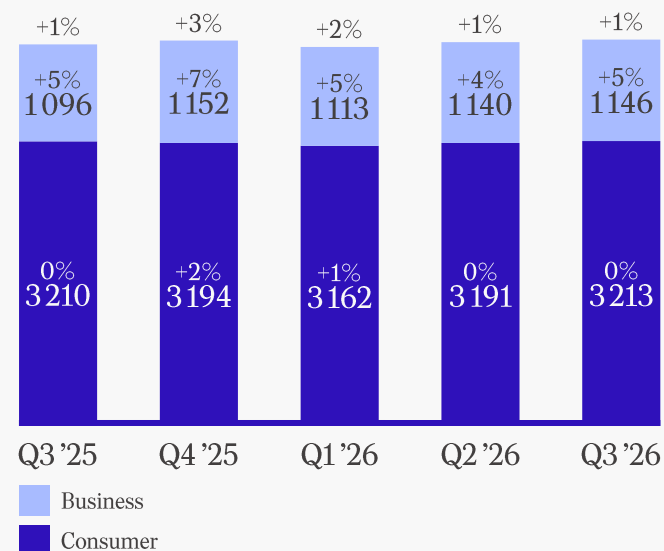


Q3 highlights

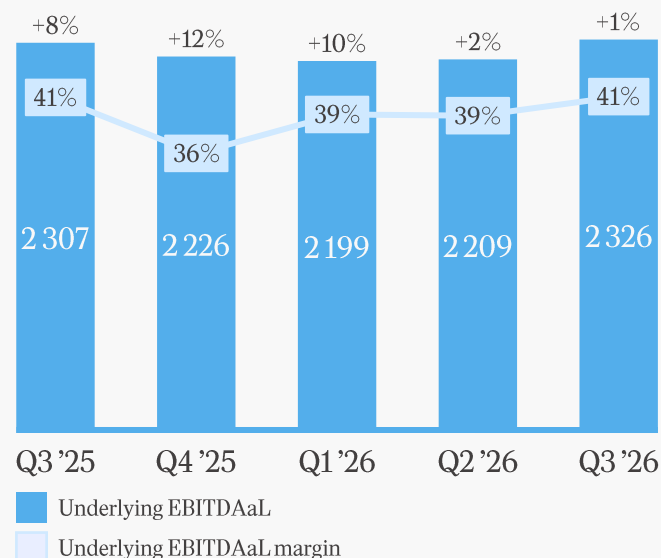
- Mobile EUSR growth of 7% driven by IoT. Solid RGU intake. ASPU stabilising
- Solutions EUSR growth of 4% driven by strong network solutions performance
- Total EUSR growth of 5%

Sweden financials: EBITDAaL growth from a strong base

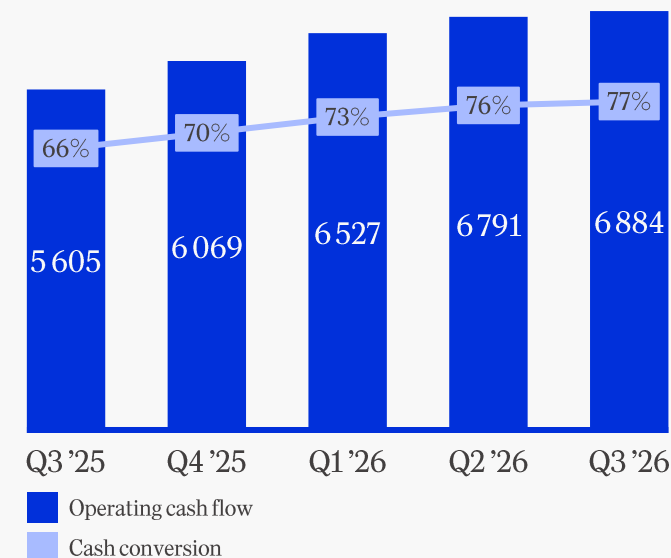
End-user service revenue
SEKm, YoY growth



Underlying EBITDAaL & margin
SEKm, YoY growth



Operating cash flow and cash conversion, LTM, SEKm



Q3 highlights

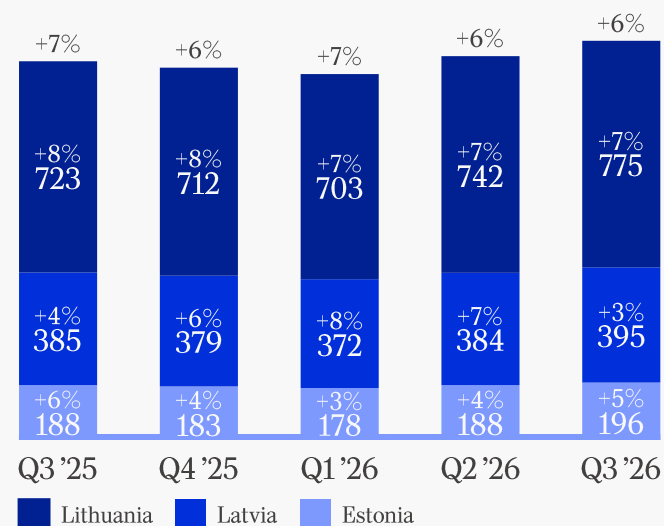
- EUSR grew by 1% driven by Business
- Underlying EBITDAaL growth of 1% driven by end-user service revenue growth and continued sharp cost control
- Improving cash conversion of 77% LTM



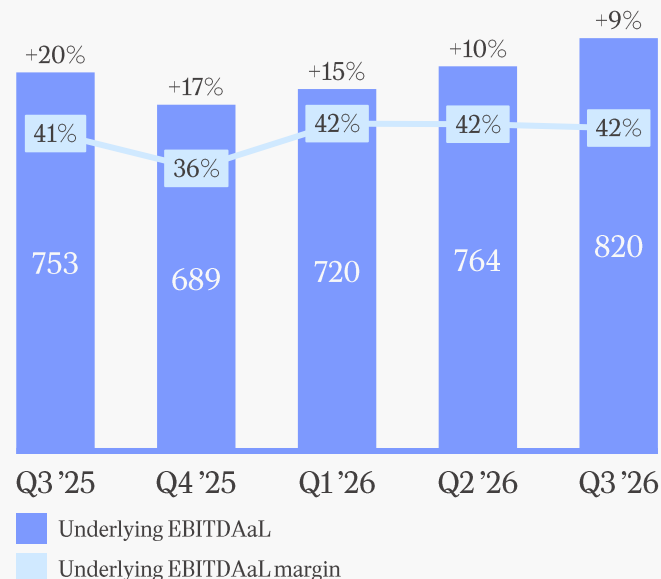
BALTICS

Baltics financials: 9% EBITDAaL growth

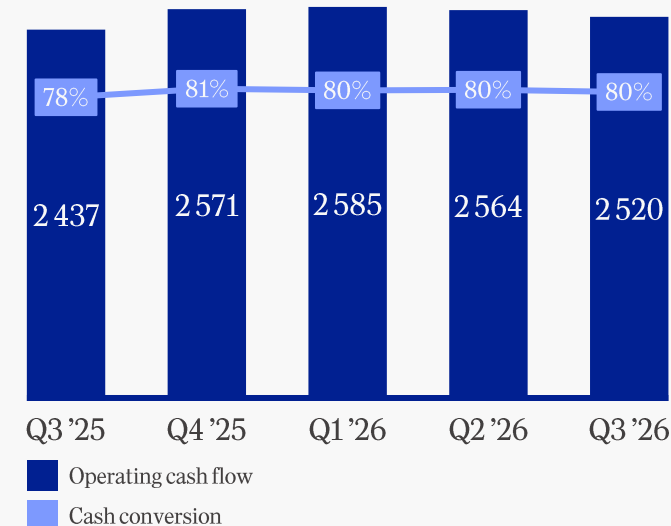
End-user service revenue
SEKm, YoY growth



Underlying EBITDAaL & margin
SEKm, YoY including tower impact pro forma



Operating cash flow and cash conversion, LTM, SEKm



Q3 highlights

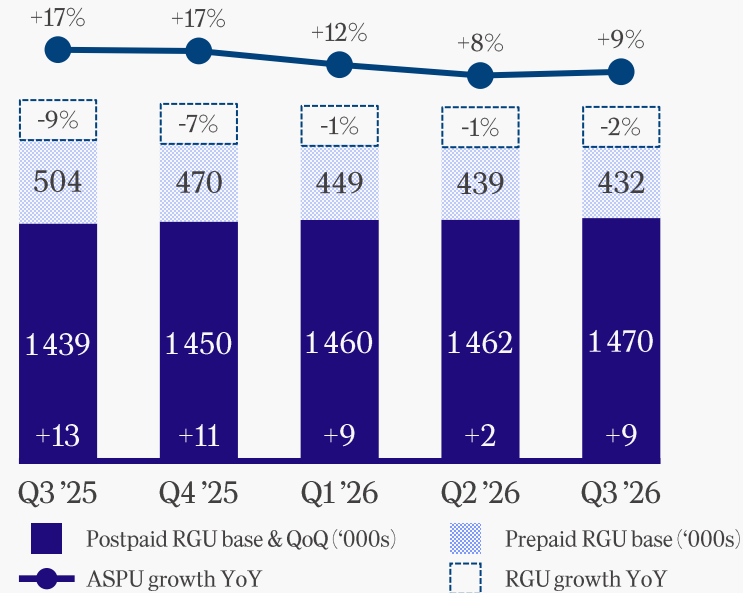
- Continued solid EUSR growth of 6% driven by both ASPU and postpaid volume across markets
- Strong underlying EBITDAaL growth of 9% mainly driven by EUSR growth and cost control
- Continued strong cash conversion of 80% LTM

Organic growth rate. Underlying EBITDAaL & margin on a full pro forma basis.
Cash conversion = operating cash flow / underlying EBITDAaL based on reported numbers

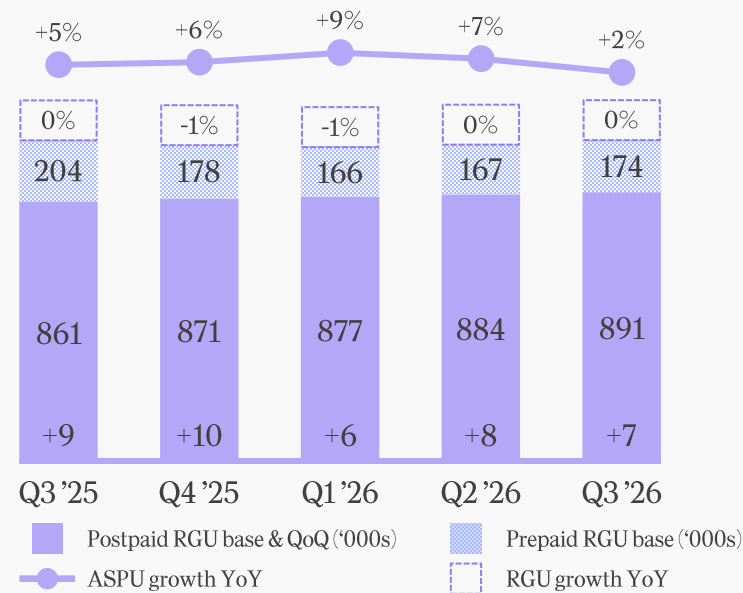
TELE2

Baltics KPIs: Strong ASPU growth

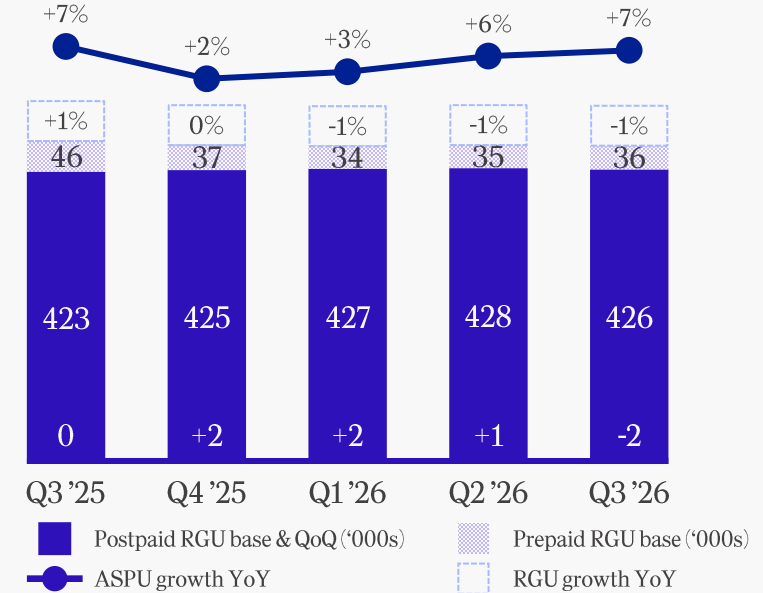
Lithuania – Mobile RGU & ASPU



Latvia – Mobile RGU & ASPU



Estonia – Mobile RGU & ASPU



Q3 highlights

- Mobile postpaid RGUs increased driven by Lithuania and Latvia
- Mobile prepaid RGUs increased slightly driven by Latvia and Estonia
- Blended organic ASPU growth of 7% mainly driven by price adjustments and prepaid to postpaid migration

FINANCIAL OVERVIEW

Group results

SEK million		Q3 2026	Q3 2025
Revenue		7,603	7,442
Underlying EBITDAaL		3,146	3,157
<i>Underlying EBITDAaL, organic</i>	1	3,146	3,059
Margin (%)		41.4%	42.4%
Reversal lease expense		458	417
Underlying EBITDA		3,604	3,574
Items affecting comparability	2	-24	-130
Share-based compensation		-47	-42
Sale of Operations		2	0
D&A		-1,531	-1,563
Result from shares in associated companies and joint ventures		-23	0
Operating profit		1,981	1,839
Net interest and other financial items	3	-202	-235
Income tax	4	-369	-315
Net profit		1,410	1,290

Comments

- 1 Underlying EBITDAaL grew organically, mainly driven by end-user service revenue growth and continued sharp cost control across operations
- 2 Items affecting comparability were mainly related to restructuring costs
- 3 Net interest and other financial items decreased due to higher interest income
- 4 Income tax increased largely due to higher taxable profits

Group cash flow

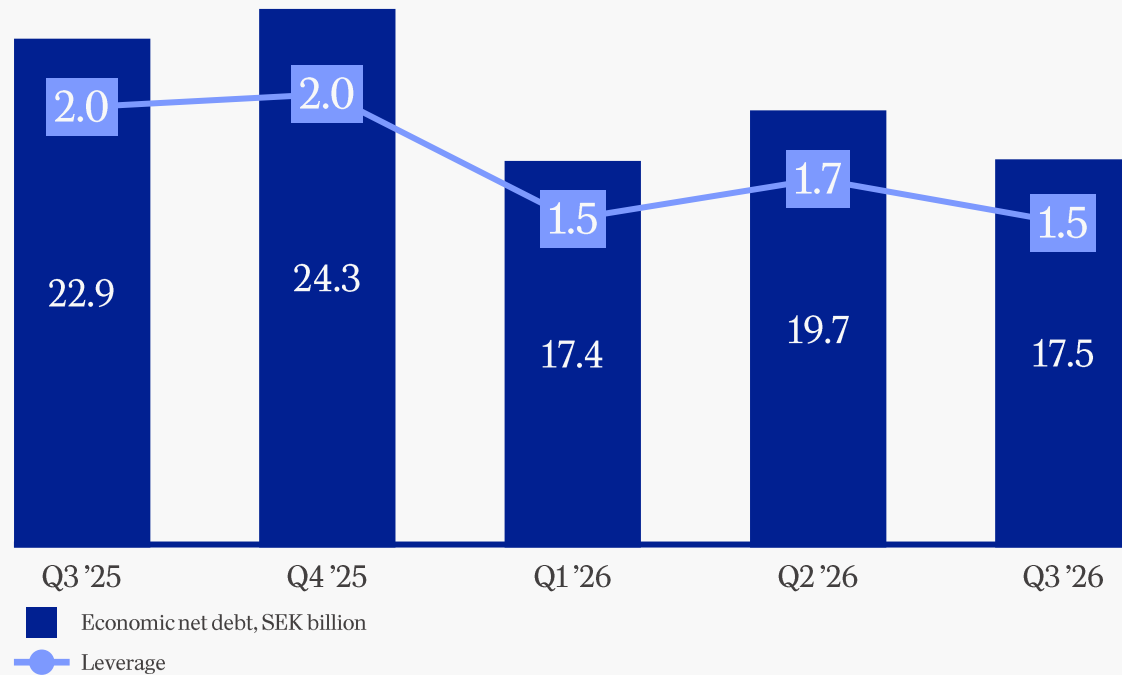
SEK million		Q3 2026	Q3 2025
Underlying EBITDAaL		3,146	3,157
Capex paid excl. Spectrum	1	-622	-745
Underlying EBITDAaL - Capex paid excl. Spectrum		2,524	2,412
Spectrum capex paid	2	-25	0
Items affecting comparability		-24	-130
Changes in working capital	3	182	-42
Net financial items paid excl. leasing	4	-56	-74
Taxes paid	5	-334	-420
Other cash items		36	31
Equity free cash flow		2,302	1,777
Equity free cash flow, rolling 12 months		6,729	6,226
Equity free cash flow, rolling 12 months / share (SEK)		9.7	9.0

Comments

- 1 Capex paid decreased mainly due to lower 5G rollout pace and delayed hardware supply
- 2 Spectrum capex comprised payments for the Lithuanian spectrum acquired in 2026
- 3 Changes in working capital were mainly impacted by increased accounts payable
- 4 Net financial items paid decreased mainly due to lower financing costs for outstanding debt and higher interest income
- 5 Taxes paid decreased mainly as last year included approximately SEK -135 million of withholding tax payments, while the corresponding payment this year occurred in the second quarter

Leverage at 1.5x

Economic net debt to underlying EBITDAaL LTM



Comments

- Economic net debt decreased by SEK 6.8bn compared to year-end 2025 due to cash proceeds from the Baltic tower transaction and cash generated in the business, exceeding the payout of the first tranche of the dividend
- Leverage of 1.5x reflects levels comfortably within an investment-grade range. Adjusted for the payout of the second tranche of the dividend (payable in October), pro forma leverage would have been 1.8x

Economic net debt = Net debt excluding lease liabilities.

Underlying EBITDAaL including pro forma adjustments related to the Baltic tower transaction has been used as of 31 March 2026

2026 guidance updated

	End-user service revenue ¹	Underlying EBITDAaL ¹	Capex to sales ²
2026 guidance	Low single-digit (unchanged)	4-5% (previously low to mid-single-digit)	Below 10% (previously 10-11%)

1) Organic growth rate, i.e. FX adjusted and including the impact of the Baltic tower transaction on a pro forma basis

2) Excluding spectrum and leases. Including the impact from the Baltic tower transaction

You are no 1.
We are Tele2.

TELE2

